Page: 1//

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

I. VACANCY LIST

See Section II, the "Master Recruitment Source List" ("MRSL") for recruitment source data

Job Title	Recruitment Sources ("RS") Used to Fill Vacancy	RS Referring Hiree
Sales Assistant	1-17	10

Page: 2//

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
1	Christopher Newport University Center for Career Planning 1 University Place Newport News, Virginia 23606-2998 Phone: 757-594-7345 Url: http://www.tvb.org/ Email: libby.westley@cnu.edu Fax: 1-757-594-8765 Libby Westley	N	0
2	College Broadcasters, Inc. 6100 Main St Mail Stop 506 Houston, Texas 77005 Phone: (713) 348-2935 Email: willr@rice.edu Will Robedee	Y	0
3	ECPI 5555 Greenwich Rd Virginia Beach, Virginia 23462 Phone: (757) 490-9090 Email: pmirani@ecpi.edu Pat Mirani	N	0
4	FMQB.com Executive Mews, F-36 1930 East Marlton Pike Cherry Hill, New Jersey 08003 Phone: (856) 424-9114 Url: www.fmqb.com Email: jodorisio@fmqb.com Fax: 1-856-424-6943 Joey Odorisio	N	0
5	Hampton Roads Black Media Professionals P.O. Box 2622 Norfolk, Virginia 23501 Url: http://www.hrbmp.us Email: robkdrx3@gmail.com John Robinson	N	0
6	Hampton University Career Counselling & Planning Centre 2 Frissell Street Hampton, Virginia 23669 Phone: (757) 727-5331 Email: careercenter@hamptonu.edu Fax: 1-757-727-5935 Andre Ledoux	N	0

Page: 3/7

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
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	Peninsula Work Link	N	0
7	600 Butler Farm Rd Rm 1014		-
	Hampton, Virginia 23669		
	Phone: (757) 766-4900		
	Email: Lisa.z@drs.virginia.gov		
	Fax: 1-757-766-4939		
	Lisa Wornom-Zahralddin		
8	Regent University	N	0
	1000 Regent University Dr Student Center 241		
	Virginia Beach, Virginia 23464		
	Phone: (757) 352-4106		
]	Email: swilliams@regent.edu		
	Fax: 1-757-352-4100		
	Saranette Williams		
9	Sinclair Communications (At Work Posting)	N	2
	999 Waterside Drive Suite 500		
	Norfolk, Virginia 23510		
]	Phone: (757) 222-2944		
	Email: dave@wnis.com		
	David Morgan	:	
10	Sinclair Communications (Facebook)	N	4
	999 Waterside Drive Suite 500		
	Norfolk, Virginia 23510		
	Phone: (757) 222-2935		
	Email: afabijan@sinclairstations.com		
	Allen Fabijan	ŀ	

Page: 4//

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
11	Sinclair Communications (Radio Spots) 999 Waterside Drive Suite 500 Norfolk, Virginia 23510 Phone: (757) 222-2944 Email: dmorgan@sinclairstations.com David Morgan	N	0
12	Sinclair Communications (Websites) 999 Waterside Dr Suite 500 Norfolk, Virginia 23510 Phone: (757) 640-8500 Email: dthompson@sinclairstations.com David Thompson	N	0
13	Tidewater Community College 1700 College Crescent Virginia Beach, Virginia 23453 Phone: (757) 822-7228 Email: bbrock@tcc.edu Fax: 1-757-822-7232 Babi Brock	N	0
14	Urban League of Hampton Roads 3225 High Street Portsmouth, Virginia 23707 Phone: (757) 627-0864 Fax: 1-757-966-9613 Gwendolyn Mack	N	0
15	VARTV 1725 Live Oak Trl Virginia Beach, Virginia 23456 Phone: (757) 427-2317 Email: editor@vartv.com Fax: 1-757-427-2317 Robert Corbin	N .	0
16	Virginia Association of Broadcasters 250 West Main Street Suite 100 Charlottesville, Virginia 22902 Phone: (434) 977-3716 Email: marci.malinowski@easterassociates.com Fax: 1-434-979-2439 Marci Malinowski	N	0

Page: 5/7

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

RS Number	RS Information	Source Entitled to Vacancy Notification? (Yes/No)	No. of Interviewees Referred by RS Over Reporting Period
17	www.mediagignow.com 300 South Riverside Plaza Suite 800 Chicago, Illinois 60606 Phone: 336-553-0620 Url: http://www.mediagignow.com Email: customerservice@mediagignow.com MediaGigNow.com	N	0
	TOTAL INTERVIEWS OVER RI	EPORTING	6

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
1	Ongoing Event	Establishment of a mentoring program	Mentorship of novice broadcast engineers through the Society of Broadcast Engineers (S.B.E.): Continued mentorship from the previous reporting period of a recent college graduate (Barton College, Wilson, N.C.) and the addition of a self-educating broadcast engineering student in Monterey, Calif., selected and assigned to the S.E.U.'s Director of Engineering by the S.B.E.'s national	2	Director of Engineering Engineering Assistant
2	6/1/2020	Participation in other activities designed by the station employment unit	Week of 6/1/2020: Daily "Junior BOB-Casters" program on WNOB(FM) for kids to broadcast on the radio station with morning announcer Eric Worden during the COVID-19 pandemic, bringing cheer to them and the community, as well as hopefully inspiring them and other young people to explore and consider careers in broadcasting.	2	Morning Announcer Program Director
3	6/8/2020	Establishment of training programs for station personnel	Monday, June 8th, 2020 - R.A.B. Webinar - The Advertiser Perspective Tuesday, October 20, 2020 - R.A.B. Webinar - Welcoming and Handling Objections Like a Pro	8	Sales Manager Sales Manager Account Executive Account Executive
4	6/8/2020	Participation in other activities designed by the station employment unit	Week of 6/8/2020: Daily "Junior BOB-Casters" program on WNOB(FM) for kids to broadcast on the radio station with morning announcer Eric Worden during the COVID-19 pandemic, bringing cheer to them and the community, as well as hopefully inspiring them and other young people to explore and consider careers in broadcasting. (Concluded with the end of the school year on 6/12/2020).	2	Morning Announcer Program Director
5	9/30/2020	Participation in Job Fairs	Tidewater Community College I.T. & Business Virtual Job Fair (via Zoom): S.E.U.'s Director of Engineering and a station announcer spoke with students/attendees about career opportunities in radio broadcasting, job openings and internships within the S.E.U.	2	Director of Engineering Announcer

WNIS, WNOB, WROX-FM, WTAR, WUSH EEO PUBLIC FILE REPORT

June 1, 2020 - May 31, 2021

III. RECRUITMENT INITIATIVES

	Date	Type of Recruitment Initiative (Menu Selection)	Brief Description Of Activity	No. of Stations Participant	Participant Title
б	3/3/2021	Participation in Job Fairs	Virginia Wesleyan University Virtual Job Fair via the online "Handshake" service. S.E.U.'s Director of Engineering spoke with students/attendees about career opportunities in radio broadcasting, job openings and internships within the	1	Director of Engineering
7	3/10/2021	Participation in Job Fairs	Christopher Newport University Virtual Job Fair: S.E.U.'s Director of Engineering spoke with students/attendees about career opportunities in radio broadcasting, job openings and internships within the S.E.U.	1	Director of Engineering
8	3/25/2021	Participation in Job Fairs	Regent University Virtual Job Fair: S.E.U.'s Director of Engineering spoke with students/attendees about career opportunities in radio broadcasting, job openings and internships within the S.E.U.	1	Director of Engineering
9	5/10/2021	Establishment of an intern program designed to assist members of the community	Virginia Association of Broadcasters Summer Internship Program. S.E.U. is hosting a student from Virginia Wesleyan University, Virginia Beach, Va. She is being introduced to the full spectrum of departments and day-to-day operations, and she is being given the opportunity for "hands-on," in-person learning, including helping the S.E.U. improve its compliance efforts with regard to Political Files in the Online Public Inspection Files.	4	Director of Engineering Promotions Director Sales Manager Sales Manager